

**Minutes of the Meeting  
of the  
Real Estate Committee  
of  
Buffalo Urban Development Corporation**

**95 Perry Street  
Buffalo, New York  
March 10, 2026  
12:00 p.m.**

**Call to Order:**

Committee Members Present:

Thomas Baines  
Scott Bylewski  
Janique S. Curry  
Elizabeth Holden  
Kimberly Minkel (Committee Chair)  
Thomas Kucharski

Committee Members Absent:

Dennis M. Penman (*joined via Zoom*)

Officers Present:

Brandye Merriweather, President  
Rebecca Gandour, Executive Vice President  
Mollie M. Profic, Treasurer  
Kevin J. Zanner, Secretary  
Atiqa Abidi, Assistant Treasurer

Others Present: James Bernard, BUDC Project Manager; Dennis Cannon, Comvest; Keith Carretto, Comvest; Patrick Derisley, LeChase Construction Services; Alexis M. Florczak, Hurwitz Fine P.C.; Brian Krygier, Director of IT, ECIDA; Angelo Rhodes II, Northland Project Manager; and Paul Tronolone, Empire State Development.

Roll Call – The meeting was called to order by the Chair at 12:05 p.m. A quorum of the Real Estate Committee was not present. Agenda item 4(a) was presented first for informational purposes only. Mr. Bylewski joined the meeting during the presentation of item 4(a), at which time a quorum was present. Mr. Baines joined the meeting during the presentation of agenda item 3. Ms. Curry joined the meeting during the presentation of agenda item 5.

Meeting Dedication- Paul Tronolone – Once a quorum was present, Ms. Minkel began the meeting by offering a motion to dedicate the meeting to Paul Tronolone, who is retiring from Empire State Development. The motion was seconded by Mr. Kucharski and unanimously carried (4-0-0). Ms. Minkel thanked Mr. Tronolone for his guidance and steadfast support of BUDC and its mission over the years and wished him well in his retirement.

- 1.0 Real Estate Committee Minutes of February 10, 2026 Meeting** – The minutes of the February 10, 2026 meeting of the Real Estate Committee were presented. Ms. Holden made a motion to approve the meeting minutes. The motion was seconded by Mr. Bylewski and unanimously carried (4-0-0).

- 2.0 Northland Central – 683 Northland Avenue Security Software Rental** – Mr. Rhodes presented his March 10, 2026 memorandum regarding the security software renewal for 683 Northland Avenue. He noted that this is a single source procurement pursuant to the BUDC procurement policy and explained the basis for procuring the software pursuant the single source exception. Mr. Kucharski made a motion to: (i) approve 683 Northland LLC entering into a three-year agreement with Siemens Industry, Inc. for the SiVeillance security and fire safety subscription at a total cost of \$24,265.73; and (ii) authorize the President or Executive Vice President of BUDC to execute the agreement with Siemens Industry, Inc. and take such actions as may be necessary to implement this action. The motion was seconded by Ms. Holden and unanimously carried (4-0-0).
- 3.0 Northland Beltline Corridor – 2026-2028 Landscaping Services Contract** – Mr. Rhodes presented his March 10, 2026 memorandum regarding the 2026-2028 landscaping services contract for the Northland Beltline Corridor. Mr. Rhodes noted that Landscape Associates was determined to be the lowest qualified bidder for the work. Following his presentation, the Committee discussed the agreement term and termination rights under the contract. Mr. Bylewski then made a motion to recommend that the Board of Directors: (i) authorize a contract between Comvest Real Estate Management and Landscape Associates for mowing and landscaping services in the Northland Corridor for a not to exceed amount of \$140,273.00 over a three (3) year contract term. The motion was seconded by Mr. Baines and unanimously carried (5-0-0).

#### **4.0 Northland Beltline Corridor**

- (a) Northland Corridor – Phase 3 Redevelopment Update** – Mr. Derisley presented an update regarding Phase 3 construction and shared with the Committee a series of photos showing progress on the project. Structural framing work at 541 E. Delavan Avenue remained ongoing in February, with wall and roof preparation taking place in the lower bays of the building. Structural steel, exterior framing and MEP coordination will take place at 541 E. Delavan Avenue in March. A buildout schedule was reviewed for the 612 “B” Northland building, with other site work, soil removal and work on the bio-retention pond also slated to take place. It is anticipated that work at 714 Northland Avenue will be discussed at the April meeting. Onsite M/WBE participation and utilization remained stable in relation to the prior month. Mr. Derisley then presented a schedule update for each component of the Phase 3 redevelopment project.
- (b) Northland Corridor – Phase 4 Redevelopment Update** – Mr. Rhodes reported that BUDC, Wendel, and LeChase Construction Services held a pre-construction kickoff meeting on March 5<sup>th</sup> to review scope and scheduling. Ms. Gandour reported that BUDC has signed term sheets for historic tax credits and bridge loan financing for Phase 4 construction. A preliminary closing call took place to discuss the due diligence checklist. Closing on these transactions is anticipated to take place in 60-90 days. The general construction contract with LeChase is being negotiated by the parties and is anticipated to be executed soon. Wendel and Barbara Campagna continue to work on advancing the Part 2 for SHPO for the 631 Northland Avenue building. A Northland Stakeholders Advisory Group meeting will take place on March 23<sup>rd</sup> to keep stakeholders informed of the development and construction work taking place on campus. Ms. Merriweather added that
- (c) Northland Corridor – Tenant & Property Management Updates** –

Mr. DiFrancesco presented an update regarding Northland Corridor tenant matters. A lease amendment with Professional Culinary Academy and sublease between Professional Culinary Academy and Brothers Restaurant have been fully executed. Brothers Restaurant is working with the City of Buffalo to secure necessary permits. CBRE is reviewing a letter of intent received for 541 E. Delavan Avenue which is anticipated to be presented to the Committee at the April meeting. Mr. Cannon then presented an update regarding property management at Northland. Comvest is working with an architect to compile drawings for the lavatory in the restaurant space at 683 Northland Avenue. Drawings are anticipated to be complete by the

end of the month, at which point Comvest will seek bids from contractors for the work. Ms. Gandour thanked Mr. Cannon and the Comvest team for their work on the landscaping services request for proposals. Mr. Carretto then reported that Flat 12 Mushrooms, W&W and Professional Culinary Academy are behind on payments owed for their respective leased space, and that certified letters were sent to each of the tenants regarding the amounts owed.

- (d) **Northland Corridor – 741 Northland and 777 Northland Demolition Services Update** – Mr. Rhodes reported that there is no update at this time.

**4.0 Buffalo Lakeside Commerce Park**

- (a) **193, 80, 134, 158 and 200 Ship Canal Parkway Broker Update** – Mr. DiFrancesco reported that a letter of intent is being negotiated for 193 Ship Canal Parkway. Interest has been expressed in 80-200 Ship Canal Parkway but no proposal for those parcels has been received to date.

- (b) **Buffalo Lakeside Commerce Park Property Owners Association** – Ms. Gandour and Ms. Profic reported that all property owners paid their invoices for the remaining 2025 property assessments. The first 2026 assessment invoices will be sent to property owners in April. Ms. Gandour noted that BUDC staff is working with Talia Johnson-Huff to prepare a request for proposals for landscaping and snow removal services at BLCP. Staff is also reviewing proposals for the Periodic Review Report, which will likely be approved by BUDC staff based on approval thresholds in BUDC's procurement policy.

**5.0 Executive Session** – None.

**6.0 Adjournment** – There being no further business to come before the Committee, on motion made by Mr. Baines, seconded by Ms. Curry and unanimously carried (6-0-0), the March 10, 2026 meeting of the Real Estate Committee was adjourned at 12:32 p.m.

Respectfully submitted,



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Kevin J. Zanner